**Government College, Jassia, Rohtak**

**Department of Commerce , Lesson plan 2024-25 (even)**

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| **Lesson plan 2024--25 (07th January 2025 to 5th May 2025) Even Sem.** | | |
| **Name of Assistant professor** | **Dr. Babita** | |
| **Class** | **B.Com 6th Semester** | |
| **Subject** | **International Marketing** | |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Week 1 , 07 January to 11 January | Nature and concept of international marketing  Domestic Vs International Marketing |  |
| Week 2, 13 January to 18 January | Opportunities and Challenges for marketing in International Environment |  |
| Week 3, 20 January to 25 January | Foreign market selection and entry mode |  |
| Week 4, 27 January to 1 February | Product Planning and Pricing |  |
| Week 5, 3 February to 8 February | International product life cycle research and information’s |  |
| Week 6, 10 February to 15 February | Product designing and packaging; Pricing process and methods |  |
| Week 7, 17 February to 22 February | International price quotations and payment terms. |  |
| Week 8, 24 February to 01 March | International Distribution, Channel structure and selection decisions |  |
| Week 9, 03 March to 08 March | Managing channel conflicts; Selection and appointment of foreign sales agents; |  |
| Week 10, 10 March to 15 March | Holi break |  |
| Week 11, 17 March to 22 March | Basic export procedure and documentation |  |
| Week 12, 24 March to 29 March | Product Promotion, Methods of International product Promotion |  |
| Week 13, 31 March to 5 April | challenges in International advertising and media strategy |  |
| Week 14, 7 April to 12 April | Web marketing; Organising trade fairs and exhibitions. |  |
| Week 15, 14 April to 19 April | Revision of Important questions |  |
| Week 16, 21 April to 26 April | Tests and Assignments |  |
| Week 17, 28 April to 3 May | Tests and Assignments |  |

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| **Lesson plan 2024--25 (07 January to 05 May 2025) Even Sem.** | | |
| **Name of Assistant professor** | **Dr. Babita** | |
| **Class** | **B.Com 4th Sem.** | |
| **Subject** | **Business Regulatory Framework-ii** | |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Week 1 , 07 January to 11 January | Introduction/ orientation about subject and syllabus, Nature of partnership firm, test of partnership, duties and rights of partners  Relations of partners to third parties, position of minor in partnership |  |
| Week 2, 13 January to 18 January | Reconstitution of a partnership firm, registration of firm |  |
| Week 3, 20 January to 25 January | Mode of dissolution, consequences of dissolution |  |
| Week 4, 27 January to 1 February | Settlement of accounts after dissolution |  |
| Week 5, 3 February to 8 February | Negotiable instruments- an introduction, promissory notes, bills of exchange, cheques |  |
| Week 6, 10 February to 15 February | Parties to negotiable instruments, discharge of parties from liabilities |  |
| Week 7, 17 February to 22 February | Dishonour of negotiable instruments, presentation of negotiable instruments, Class test 1 |  |
| Week 8, 24 February to 01 March | RTI Act, salient features, rights and Importance |  |
| Week 9, 03 March to 08 March | Sales of goods Act-1930, contract of sale |  |
| Week 10, 10 March to 15 March | Holi break |  |
| Week 11, 17 March to 22 March | Conditions and warranties, transfer of property or ownership |  |
| Week 12, 24 March to 29 March | Performance of the contract- delivery and payment |  |
| Week 13, 31 March to 5 April | Unpaid seller |  |
| Week 14, 7 April to 12 April | suits for Breach of contract , Class test 2 |  |
| Week 15, 14 April to 19 April | Revision of completed syllabus, Assignments & presentations |  |
| Week 16, 21 April to 26 April | Revision of completed syllabus, Assignments & presentations |  |
| Week 17, 28 April to 3 May | Assignments & Presentations |  |

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| **Lesson plan 2024--25 (07 January to 05 May 2025) Even Sem.** | | |
| **Name of Assistant professor** | **Dr. Babita** | |
| **Class** | **B.Com 6th sem.** | |
| **Subject** | **GST and Custom law** | |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Week 1 , 07 January to 11 January | Introduction/ orientation about subject and syllabus, Tax structure in India, Overview of GST |  |
| Week 2, 13 January to 18 January | Administration of GST, Taxable event and scope of supply under GST |  |
| Week 3, 20 January to 25 January | Levy and collection of tax |  |
| Week 4, 27 January to 1 February | Small taxable persons: exemptions and composition scheme |  |
| Week 5, 3 February to 8 February | Time of supply, Integrated GST act 2017 |  |
| Week 6, 10 February to 15 February | Integrated GST act 2017, nature of supplies: interstate and intrastate Class test 1 |  |
| Week 7, 17 February to 22 February | Place of supply, value of taxable supply |  |
| Week 8, 24 February to 01 March | Input tax credit |  |
| Week 9, 03 March to 08 March | Registration, Tax invoice, credit and debit note |  |
| Week 10, 10 March to 15 March | Holi break |  |
| Week 11, 17 March to 22 March | Return, assessment and audit, payment of tax |  |
| Week 12, 24 March to 29 March | Basics of custom duty, types of custom duties |  |
| Week 13, 31 March to 5 April | Levy and assessment of custom duty, |  |
| Week 14, 7 April to 12 April | Procedure of importation and exportation |  |
| Week 15, 14 April to 19 April | Export promotion schemes, Class test 2 |  |
| Week 16, 21 April to 26 April | Revision of completed syllabus, Assignments & presentations |  |
| Week 17, 28 April to 3 May | Assignments & Presentations |  |

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| **Lesson plan 2024--25 (07 January to 05 May 2025) Even Sem.** | | |
| **Name of Assistant professor** | **Dr. Babita** | |
| **Class** | **B.Com 4th sem.** | |
| **Subject** | **Corporate Accounting-ii** | |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Week 1 , 07 January to 11 January | Introduction/ orientation about subject and syllabus, Amalgamation of companies |  |
| Week 2, 13 January to 18 January | Amalgamation of companies |  |
| Week 3, 20 January to 25 January | Internal reconstruction, |  |
| Week 4, 27 January to 1 February | Internal reconstruction |  |
| Week 5, 3 February to 8 February | External reconstruction in the nature of merger and purchase |  |
| Week 6, 10 February to 15 February | External reconstruction in the nature of merger and purchase, |  |
| Week 7, 17 February to 22 February | Accounts of holding companies |  |
| Week 8, 24 February to 01 March | Accounts of holding companies |  |
| Week 9, 03 March to 08 March | Liquidation of company |  |
| Week 10, 10 March to 15 March | Holi break |  |
| Week 11, 17 March to 22 March | Liquidation of company |  |
| Week 12, 24 March to 29 March | Financial reporting for financial institutions |  |
| Week 13, 31 March to 5 April | Financial reporting for financial institutions, class test 1 |  |
| Week 14, 7 April to 12 April | Final accounts of banking companies |  |
| Week 15, 14 April to 19 April | Final accounts of banking companies, class test 2 |  |
| Week 16, 21 April to 26 April | Revision of completed syllabus, Assignments & presentations |  |
| Week 17, 28 April to 3 May | Assignments & Presentations |  |

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| **Lesson plan 2024-25 Even Sem.** | | |
| **Name of Assistant professor** | **SUPRIYA DHANKHAR** | |
| **Class** | **B COM 4th SEM** | |
| **Subject** | **CORPORATE LAW** | |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Jan Week 1 | Shares :Kind of shares, voting rights of shareholders |  |
| Jan Week 2, | Allotment and issue of shares, share certificate and share warrant |  |
| Jan Week 3 | Group discussion of previous chapters , transfer of shares |  |
| Jan Week 4 | Transfer and transmission of shares, calls on shares , forfeiture of shares |  |
| Feb. Week 1 | Share capital of company and Presentation |  |
| Feb. Week 2, | Members and shareholders of company |  |
| Feb. Week 3 | Members and shareholders of company |  |
| Feb week 4 | Company meeting and Resolutions and assignments |  |
| Mar week 1 | Meeting procedure or requisites of a valid meeting and Presentation |  |
| Mar week 3 | Directors: Appointment , Removal, Powers,Duties and liabilities |  |
| Mar week 4 | Directors: Appointment , Removal, Powers,Duties and liabilities |  |
| April week 1 | Assignment and group discussions |  |
| April Week2 | Winding of companies |  |
| April Week3 | Depository system and Paperless Trading and problem taking |  |
| April Week4 | REVISION OF UNIT 1 and 2 |  |
| May Week 1 | REVISION OF UNIT 3 and 4 |  |

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| **Lesson plan 2024--25 Even Sem.** | | |
| **Name of Assistant professor** | **SUPRIYA DHANKHAR** | |
| **Class** | **B COM 6th SEM** | |
| **Subject** | **Cost accounting** | |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Jan Week 1 | Process Costing : Meaning; Uses; Preparation of process account, Treatment of Normal Wastage, Abnormal Wastage, Abnormal Effectiveness; Treatment of opening and closing stock (Excluding Work in Progress): |  |
| Jan Week 2, | : Joint - Product and By - Product: Main methods of apportionment of Joint cost, Inter process profits. |  |
| Jan Week 3 | Inter process profits. Contract Costing – meaning, main features, preparation of contract account, Escalation clause; contract near completion; |  |
| Jan Week 4 | Assignment and problem taking |  |
| Feb. Week 1 | Cost plus contract. Job and batch costing and presentations |  |
| Feb. Week 2, | Practical problems and presentation |  |
| Feb. Week 3 | Budgetary control – meaning of budget and budgetary control, budgetary control as a management tool, limitations of budgetary control, forecasts and budgets, installation of budgetary control system |  |
| Feb week 4 | classification of budgets, fixed and flexible budgeting, performance budgeting, zero based budgeting and responsibility accounting |  |
| Mar week 1 | Standard Costing : meaning, limitations, standard costs and budgeted costs, determination of standard cost, cost variances, direct material and direct labour |  |
| Mar week 3 | Standard Costing and problem taking |  |
| Mar week 4 | Marginal costing, Absorption costing, Marginal cost, Cost volume Profit analysis |  |
| April week 1 | Practical questions and problem solving, assignment |  |
| April Week2 | BEP Analysis, Key factor, BE chart, angle of incidence, concept of decision- making and steps involved, determination of sales mix, make or buy Decisions |  |
| April Week3 | Revision of previous chapters |  |
| April Week4 | Revision of previous chapters |  |
| May Week 1 | Revision of previous chapters |  |

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| **Lesson plan 204-25 Even Sem.** | | |
| **Name of Assistant professor** | **SUPRIYA DHANKHAR** | |
| **Class** | **B COM 6th SEM** | |
| **Subject** | **Taxation law** | |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Jan Week 1 | Rebate & Relief of Tax |  |
| Jan Week 2, | computation of Total income |  |
| Jan Week 3 | computation of Total income and Tax liability of individuals |  |
| Jan Week 4 | Problem taking |  |
| Feb. Week 1 | Filling and Filing of return (ITR – I and II |  |
| Feb. Week 2, | Assignment and presentation |  |
| Feb. Week 3 | Assessment of Hindu Undivided Families |  |
| Feb week 4 | Assessment of Firms & Association of Persons |  |
| Mar week 1 | Problem taking and doubt clearing session |  |
| Mar week 3 | Income Tax authorities & their powers |  |
| Mar week 4 | procedure for assessment and Deduction of Tax at Source (TDS) |  |
| April week 1 | Advance payment of tax. Assignment |  |
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| April Week2 | Recovery & refund of tax; appeals & revision; penalties, offences & prosecution |  |
| April Week3 | Revision of previous chapters |  |
| April Week4 | Revision of previous chapters |  |
| May Week1 | Revision of previous chapters |  |